

## Message Text

CONFIDENTIAL

PAGE 01 JAKART 06268 132138Z

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 AID-05

CIAE-00 INR-07 NSAE-00 SP-02 /031 W

-----140940Z 111283 /11

R 130930Z MAY 77

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC 1056

INFO AMEMBASSY BANGKOK

AMEMBASSY KUALA LUMPUR

AMEMBASSY SINGAPORE

C O N F I D E N T I A L JAKARTA 6268

E.O. 11652: GDS

TAGS: ECEM, BENC, VN

SUBJECT: FLUOR PROPOSAL FOR VIETNAMESE FERTILIZER PLANT

1. THE FLUOR CORP. OF LOS ANGELES HAS MADE TECHNICAL PROPOSAL FOR FERTILIZER COMPLEX IN NORTH VIETNAM. FLUOR EXECUTIVES MET THIS WEEK WITH DIPLOMATS FROM VIETNAMESE EMBASSY IN JAKARTA TO PRESENT INFORMAL, PRELIMINARY ECONOMIC AND TECHNICAL ANALYSIS ON PROPOSED FACILITY. ACCORDING TO MANAGER JAKARTA FLUOR OFFICE, VIETNAMESE APPARENTLY INTERESTED IN AMMONIUM/UREA PLANT NEAR HANOI WHICH WOULD USE ONSHORE GAS FROM NEARBY BUT UNSPECIFIED FIELD. PRICE TAG FOR PROJECT IS ROUGHLY \$235 MILLION. INITIATIVE FOR PRESENTATION CAME FROM FLUOR FOLLOWING CONTACTS WITH VIETNAMESE IN SINGAPORE.

2. FLUOR PRESENTATION WAS BASICALLY "HOW TO BUILD A FERTILIZER PLANT"-TYPE PROPOSAL. VIETNAMESE EXPRESSED INTEREST IN PRESENTATION BUT WERE NONCOMMITTAL ABOUT NEXT STEP. FLUOR MANAGER SAID COMPANY IS "POSITIONING" ITSELF, GETTING READY TO BE FIRST ONE IN DOOR IF AND WHEN BUSINESS WITH VIETNAM BECOMES POSSIBLE.

NEWSOM

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FERTILIZERS, INDUSTRIAL PLANTS  
**Control Number:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
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**Subject:** FLUOR PROPOSAL FOR VIETNAMESE FERTILIZER PLANT  
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**Review Markings:**  
Margaret P. Grafeld  
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